

Message Text

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15

ACTION ARA-10

INFO OCT-01 ISO-00 CIAE-00 COME-00 EB-06 INR-07 LAB-03

NSAE-00 PA-02 RSC-01 SIL-01 USIA-15 PRS-01 /047 W

----- 066970

R 211430Z OCT 74

FM AMCONSUL CALI

TO SECSTATE WASHDC 1159

INFO AMEMBASSY BOGOTA

AMEMBASSY BRASILIA

AMCONSULATE PORTO ALEGRE

AMCONSULATE SAO PAULO

AMCONSULATE RIO DE JANEIRO

UNCLAS CALI 0441

E.O.11652:N/A

TAGS: BEXP, CO BR

SUBJ: ALABAMA IOGA TRADE MISSION: WRAP-UP REPORT-CALI SEGMENT

REF: BOGOTA 9313

SUMMARY: CONSULATE BELIEVES OBJECTIVES OF ALABAMA TRADE MISSION ONE DAY VISIT TO CALI WERE ACHIEVED. WHILE NO DEFINITE SALES WERE CONCLUDED, MOST MISSION MEMBERS WERE PLEASED WITH CONTACTS MADE AND INDICATED THEIR INTENTION TO MAKE FOLLOW-UP VISITS TO CALI WITHIN THE NEXT 60 DAYS. PRESENCE OF EIGHT BILINGUAL SECRETARIES VOLUNTEERS FROM THE BINATIONAL CENTER, CALI, CONTRIBUTED SIGNIFICANTLY TO THE OVERALL SUCCESS OF MISSION.

1. EIGHT MISSION MEMBERS AND FOUR WIVES WERE MET BY CONSUL AT CALI PALMASECA AIRPORT ON THE EVENING OF OCTOBER 15 AND ESCORTED TO THE HOTEL INTERCONTINENTAL.

2. A BREAKFAST BRIEFING WAS HELD AT THE HOTEL ON THE MORNING OF OCTOBER 16& LEAD OFF ORIENTATION BRIEFING BY CONSUL WAS FOLLOWED BY PRESENTATION DESCRIBING FORESTRY POTENTIAL WESTERN COLOMBIA BY DR. JOSE MARIA LOMBANA, DEPUTY DIRECTOR
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CVC. ALSO PRESENT AT BREAKFAST MEETING WERE DOCTORS OCAMPO

LONDOHO AND FERNANDO BENEDETTI, PRESIDENT AND SECRETARY
GENERAL RESPECTIVELY OF FUNDACION PARA EL DESARROLLO
INDUSTRIAL (FDI).

3. BROCHURES WERE DISTRIBUTED TO APPROXIMATELY 175 CONCERNS
PRIOR TO THE MISSION'S ARRIVAL. ADVANCE PRESS COVERAGE WHILE
ADEQUATE WOULD HAVE BEEN MORE SUCCESSFUL HAD REPRODUCIBLE
PHOTOGRAPHS OF MISSION MEMBERS BEEN AVAILABLE. EXCLUDING
FIVE APPOINTMENTS CANCELED FOR WINDAM FORKLIFT A TOTAL OF 38
APPOINTMENTS AND 6 FIELD TRIPS INCLUDING ONE TO THE
PALMASECA FREE ZONE WERE COMPLETED DURING VISIT.

4. HIGHLY SUCCESSFUL INOVATION THIS MISSION, WHICH CREATED
A PLEASANT, INFORMAL ATMOSPHERE FOR APPOINTMENTS, WAS THE
PRESENCE OF EIGHT VOLUNTEER BILINGUAL SECRETARIES FROM THE
BINATIONAL CENTER, CALI. THE YOUNG LADIES ASSISTED IN ALL
PHASES OF MISSION ACTIVITIES INCLUDING ESCORTING THE
ACCOMPANYING MISSION WIVES ON SHOPPING/SIGHTSEEING TOURS OF
THE AREA.

5. COST FOR CALI:

ONE TRADE MISSION SECRETARY FOR TWO WEEKS US* 200.00

DELIVERY SERVICE	17.00
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MAILING STAMPS	6.00
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TOTAL:	US* 223.00

6. POST STRONGLY SUPPORTS THE COMMENTS AND RECOMMENDATIONS
INCLUDED IN PARAGRAPHS 7 AND 8 OF BOGOTA 9313.
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